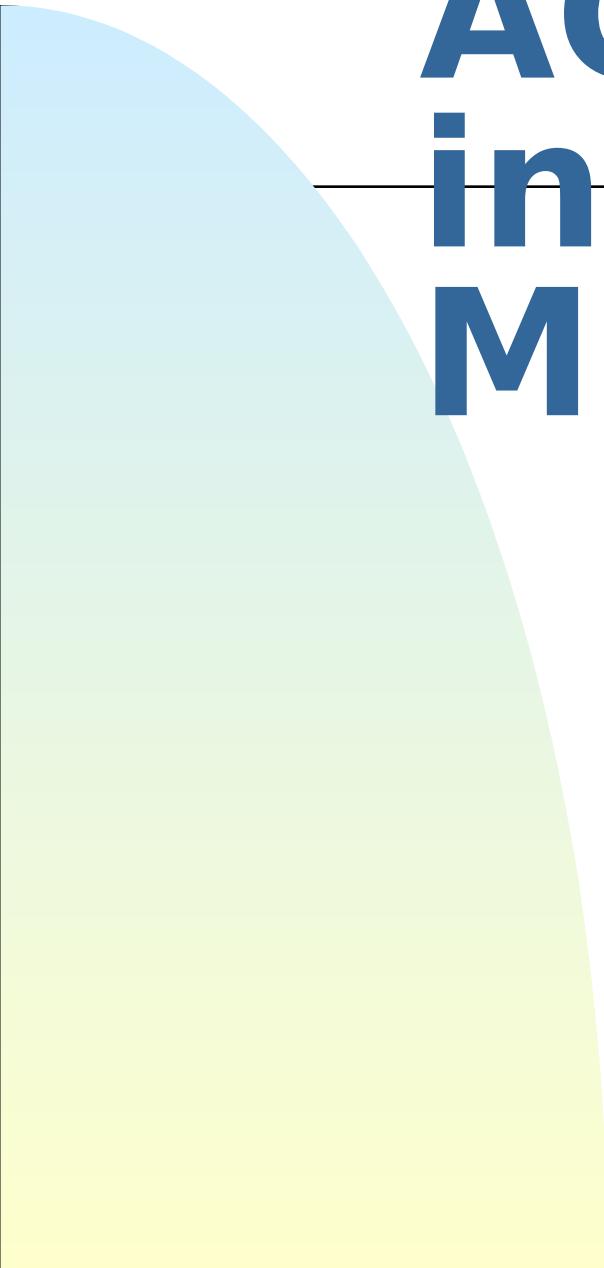


ACOs/TCOs in the New Millennium



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Introduction

- What we've evolved from
- Where we are going
- Skills needed in new environment
- people who can help
- professional organizations

Past/Future

- Evolution from ASPR/DAR to FAR
- DLAM 8105.1 to One Book
- CAR Run, ORSS to SDW/Reveal
- Traditional Contract types to Other Transactions, Cooperative Agreements, PTAs, Grants, etc.
- Paper to Paperless

Skills Required

- Starts with positive attitude
- Flexible/Adaptive to change
- Business & risk management
- computer literate/automation
- analytical skills - ID trends, pinpoint causes, partner with industry to find solutions
- negotiation strategy/tactics

Professional Organizations

- network with industry
- keep up with current issues

- NCMA - CPCM exams
- NPMA
- NAPM

Who Can Help

- Senior Functional Advisors
- FASST Team
- CLRs
- DCE/CACO community
- Overhead and other centers
- District process owners
- CAO Team/Grp Ldrs, TAG pocs
- Legal counsel

Why do Metrics?

- Promulgated by law - GPRA
- Customer driven
- Provide systemic means to identify problems, trends and recommend solutions
- Contract Closeout, Canceling funds, UCAs, etc
- MMR, SMR, FMRs

Conclusion

- ACOs/TCOs key role for customers in acquisition process
- Keep up to date with current issues
- Use DCMC-wide network for help
- Exercise good business judgement considering law, policy, risk, costs, common sense